

Message Text

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46

ACTION ARA-10

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /018 W

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P R 272010Z AUG 74

FM AMEMBASSY BRIDGETOWN

TO USDOC WASHDC PRIORITY

INFO SECSTATE WASHDC 7681

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E.O. 11652: N/A

TAGS: BEXP BFOL GJ

SUBJ: SPECIAL TRADE OPPORTUNITY

1. GRENADA GOVERNMENT HAS ASKED FOR ASSISTANCE IN LOCATING SUPPLIERS OF BUILDING MATERIALS, BUILDERS' HARDWARE AND SMALL APPLIANCES FOR LOW-COST HOUSING PROJECTS IN GRENADA, DOMINICA, AND ST. LUCIA. DOUGLAS W. STONE, A U.K. CITIZEN WHO IS MANAGING DIRECTOR OF GRENADA HOUSING AUTHORITY, TOLD EMBOFF THAT HE WISHED TO BE PUT IN TOUCH WITH U.S. SOURCES WHICH COULD SUPPLY LARGE QUANTITIES OF ABOVE ITEMS SO AS TO GAIN PRICE ADVANTAGES FOR SMALLER ISLANDS. STONE SAID HE HAS MADE ARRANGEMENTS TO MAKE SUCH PURCHASES ON BEHALF OF ST. LUCIA AND DOMINICA HOUSING AUTHORITIES AS WELL AS FOR GRENADA. BASICALLY, ISLANDS ARE INTERESTED IN CEMENT, ALUMINUM, PIPE (PLASTIC), ROOFING, SIDING, ELECTRICAL GOODS, PAINT, SANITARY WARE AND SMALL APPLIANCES. ESTIMATED VALUE OF PURCHASES COULD BE AS HIGH AS US DOLS 1-2 MILLION. ITEMS WOULD ENTER GRENADA DUTY-FREE WITH LIKELY SAME ARRANGEMENT IN OTHER TWO TERRITORIES. STONE SAID AMERICAN ITEMS WERE PREFERRED, PARTICULARLY IN REGARD TO PLUMBING AND SANITARY WARE.

2. GRENADA HAS EXPERIENCED CHRONIC FINANCIAL DIFFICULTIES FOR PAST SEVERAL YEARS AND IT MAY BE UNWISE TO EXTEND CREDIT ON ROUTINE BASIS. SIMILAR SITUATION OBTAINS IN DOMINICA. NEVERTHELESS, SINCE TERRITORIES DO HAVE ACCESS TO CARIBBEAN DEVELOPMENT BANK LOANS FOR PROJECTS UNDER REFERENCE, EMBASSY BELIEVES THIS EFFORT REPRESENTS GENUINE EXPORT OPPORTUNITY, PROVIDING

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AMERICAN SUPPLIERS EXERCISE APPROPRIATE CAUTION AND RESTRICT

ORDERS TO SECURED BASIS. STONE WILL BE IN NEW YORK AND MIAMI FOR ABOUT TWO WEEKS FROM SEPTEMBER 12 AND SAID HE WOULD LIKE, IF POSSIBLE, TO DISCUSS HOUSING NEEDS WITH ANY POTENTIAL SUPPLIERS IN THOSE AREAS.

3. ACTION REQUESTED: REQUEST USDOC DISSEMINATE THIS INFORMATION TO APPROPRIATE SUPPLIERS WHO MAY WISH TO CONTACT STONE DIRECTLY:

DOUGLAS W. STONE
MANAGING DIRECTOR
GRENADA HOUSING AUTHORITY
P.O. BOX 353
ST. GEORGE'S, GRENADA, W.I.
CABLE: GRENHA, GRENADA
SIMMS

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NNN

Message Attributes

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